

Situation

- German healthcare service provider active in the areas of home care, rehabilitation, and medical technology
- Owned by Paul Hartmann AG (public). Mid-Cap PE fund wants to buy division from Paul Hartmann AG.

Actions Proost Ventures

- Assess regulatory environment and changes impacting the reimbursement system of homecare, med-tech (respiration equipment), and rehabilitation equipment.
- Determine market size and growth by product segment and homecare sub-segment (patient volumes, prices), further segmented by insurance type (private / public)
- Determine purchasing criteria of clients and critical success factors / trends (e.g. buying groups, forward integration by equipment OEMs, quality standards...)
- Competitor benchmarking, geographic presence and coverage analysis vs. target
- Evaluate growth potential incl. price level projections. Assess business plan vs. market, competitive development, and growth initiatives

Project Results

- Successfully performed buy-side Commercial Due Diligence in 3 weeks (incl. expert interviews)

Inpatients receiving artificial respiration
- Germany, in '000 people, 2006A - 2016A -

